AMERICANS GO DOWN IN ARABIC?

ally certain that a Miss Brugiere and

the Lusitania, there was not the same

Six Unaccounted For.

list of "missing."

conduct of the crew and captain.

rescued from the Lusitania.

Actor Bears Charmed Life. Kenneth Douglas, one of those sav-

steam and went to her assistance,

mough to blame him for his humanity.

His was not a warship, but a peace-

praise him for doing his duty, even

But the Arabic never arrived to

succor the Dunsley. She herself was

nortally stricken and settled with ter-

rifying rapidity. It is recalled that

he sudden sinking of the Lusitania

was said in the official German explanation to be "doubtless" due to the

secondary explosion of the ammuni-tion and explosives she carried, and

hat there was nothing in previous ex-

perience to indicate that she would

be so shattered by a torpedo. The

Arabic carried no ammunition or ex-

plosives, but she sank even more rap-

idly, though, like the Lusitania, she

was a modern ship, fully provided

with watertight compartments and

Among the items of improvement

grounds taken up by the ways and

means committee of the board of su-

pervisors is the removal of an ancient

fountain from the Emma street front,

also a sort of open fernery a few

yards from the fountain. Besides hav-

ing become nuisances through improper use by stragglers, the structures

are obstructions on the limited area

At the last meeting of the board

the chairman of the ways and means

mittee to remove the fountain and

brick can be put to various uses by

the road department. Chairman Shin-

come something of an attraction, as

You-Or No One Else

Hair Tonic

quest, which was carried.

idence of royalty.

of the playground.

the Central Grammar School

ful merchantman, and the passengers

hough it carried them into peril.

Stricken on Errand of Mercy.

Survivors Praise Captain,

NATION'S OFFICIALS AWAIT DETAILS OF SINKING OF WHITE STAR LINER: GRAVITY OF SITUATION REALI

Steamer Rammed While Racing to Save Lives of Stricken Ship Dunsley

AMBASSADOR GERARD

Passengers Praise Heroic Conduct of Captain in Face of Grave Danger

Arabic, which was bound from Liverpool to New York, came as a shock to the officials here, in view of the the dead. terms of the note despatched a month ago to Berlin, which has not yet been

While the officials have not spoken in their official capacity, it is known that they have expressed the opinion that, even if the list of dead of the international convention, makes the action on the part of Germany one "deliberately unfriendly" to the Unit- shock and wounds. They praise the yet unknown destination. ed States.

Many Supposed Lost, Awaiting an official report on the incident, the attitude of the administration has not been indicated, but it is believed likely that, if the report shows that any Americans of Old Kinsale, off which the Lusitaaboard the liner have lost their lives, nia was sunk. Survivors tell how,

Only meager reports have been received, but it is known that the dead are practically confined to the crew, advices last night being that all the passengers but six had been account-

Britons Stirred. The London press despatches state hat the torpedoing of the Arabic has aken precedence in the news over all the other war reports, despite the fact that these reports continue to tell of German advances in Russia of a nature that may soon affect the developments in the other theaters of

TWO AMERICANS ARE

LONDON, August 20.—Checking the list of known survivors at Queenstown

Masonic Temple Weekly Calendar

TUESDAYlonolulu Lodge No. 409; Special, Second Degree; 7:30 p.

Hawaiian Lodge No. 21; Special Third Degree; 7:30 p.

onolulu Chapter, Rose Crolx No. 1; Special; 7:30 p. m. FRIDAY-

SATURDAY-Harmony Chapter No. 4, O. E. S.; Stated; 7:30 p. m.

SCHOFIELD LODGE WEDNEEDAY-

BATURDAY-Stated meeting, 7:30 p. m.

HERMANNS SOEHNE

Versammlungen in K. of P. Hall. Montag, August 2 and 16. Montag, September 6 and 20. W. WOLTERS, President. C. BOLTE, Sekretair.

HONOLULU LODGE NO. 1, MODERN ORDER OF PHOENIX.

Beretania and Fort streets, every tral Grammar School premises will be finish Thursday evening at 7:30 o'clock. CHARLES HUSTACE, JR., Leader. they were when the place was the res- RUSSIA HOLDS SIGGEST FRANK MURRAY, Secretary,

HONOLULU LODGE, 616, B. P. O. E. meets in their hall, on King St., near Fort, every Friday evening. Visiting brothers are cor dially invited to at-

cares to be bald. Yet that is what will happen if your hair does not stop falling in our opinion is the best hair tonic on J. McCARTHY, E.R the market. Sold only by us-50 cents. Benson, Smith & Co., Ltd. H. DUNSHEE, See.

IN WAR ARENA

SLAVS ADMIT

KOVNO HAS FALLEN. LONDON, Eng., Aug. 20.-The official bulletin from Petrograd today admits that Kovno, a fortress of the greatest strategic importance, has fallen, although desperately defended, and that strong enemy forces, under Field Marshal von Hindenburg, have against the listed American passen advanced beyond, into the adjoining gers on record at the offices of the district between the Niemen and Vilia White Star line here, it seems virtu- rivers.

"The enemy," says the bulletin, Edmund Woods, both Americans, "continues to develop vigorously the were killed by the German torpedo successes he already has attached." that sank the British liner Arabic Besides capturing Kovno, Berlin as-MAY BE RECALLED yesterday morains, fifty miles from serts that the Germans have taken es forming the stronghold of Novo-Although the Arabic sank in eleven georgievsk and have penetrated the minutes' time, four minutes less than outer defenses of Brest-Litouvsk.

> appailing mortality. Thirty-two pas- ITALY REPORTED READY sengers are missing and following the TO STRIKE AT TURKEY.

[Associated Press by Federal Wireless] melancholy precedent established TARANTO, Italy, Aug. 20.—Italy WASHINGTON, D. C., Aug. 20.- among those first reported missing and Turkey stand on the brink of The report of the sinking of the when the Lucitania went down, they war and a declaration of hostilities must with almost absolute certainty against the Porte will be made immebe counted at this late hour among deately upon receipt of news that Turkey has declined to accede to the Ital-

Six others have not been checked | A number of Italian subjects are be up. That is, the count does not show ing held by the Ottomans and their whether they are among the survive immediate release and an apology ors who landed but have not been from Turkey for their detention has identified, or must be added to the been demanded.

Should war come, Italy is prepared The survivors have all been brought to strike a quick blew. A squadron of icans, the fact that the attack upon to Queenstown, where they are being fast cruisers is here, ready to sail at her was made without warning and cared for at hotels, at the expense of once for the Turkish coast, while adcontrary to the laws of humanity and the White Star line. Many of them v.ces from Brindisi state that an army

> VIENNA PUBLISHES ALLEGED PACT OF ALLIES.

BERLIN, Germany, Aug. 20.—The terms of an alleged contract between ed, is an English actor, who also was Great Britain, France and Russia for

One clause provides that England menade decks, they saw a column of nelles and take Constantinople.

foam and water rise from the side outward bound from Liverpool and sion of the operations was to be within easy range of unaided vision. The Dunsley, though she did not sink immediately, began to list badly looked on with favor in Bucharest, Rumania was to be kept in ignorance and, seeing that she was in distress, the captain of the Arabic put on full

Russia was to march into Berlin at knowing the danger be-himself was the end of March,

KAISER CONGRATULATES FRANZ JOSEF ON BIRTHDAY. None of the survivors are selfish

AMSTERDAM, Holland, Aug. 20 .-The 85th anniversary of the birth of Emperor Franz Josef of Austria was elaborately celebrated yesterday at both Berlin and Vienna. The Kaiser and the German princes joined in a telegram of congratulation from Berlin, the text of the message including an expression that "whatever the fortunes of war may be, good or bad, there will be no break in the friendship of Germany and Austria.

BRITISH RELEASE

U. S. OIL TANKER. WASHINGTON, D. C., Aug. 20 .-The state department has received notification from London that the American tanker Brindilla, which had been seized and taken into Kirkwall by a British patrol boat, has been re leased and has proceeded on to Malmo, Sweden, with her cargo of oil.

FRENCH CAPTURE TRENCH BEFORE ARTOIS.

PARIS, France, Aug. 20. French offensive north of Arras resulted yesterday in the capture of a trench before Artois, near Souchez, and the occupation of the crest of the Vosges in an advance from Linge.

RUSSIA CALLS OUT RESERVISTS TO COLORS.

PARIS, France, Aug. 20.-The Russian embassy here reports that the Russian ministry of war has called the class of 1916 to the colors.

ARTILLERY DUEL ACROSS DANUBE.

NISH, Berbia, Aug. 20.-An artillery duel between the Austrians and Serbians across the Danube is in progress.

KAUAI'S BIG DITCH IS PRONOUNCED SUCCESS

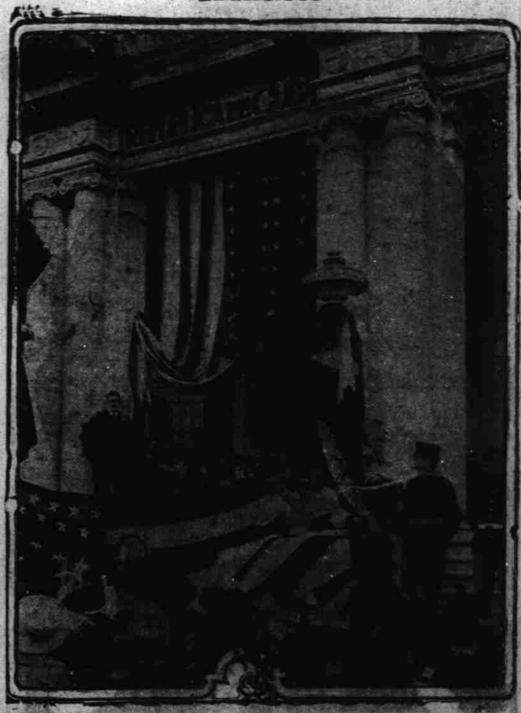
The big irrigation ditch of the Lihue Plantation Company on Kauai, which was formally opened last Monday, is carrying daily approximately 100,000, 000 gallons of water. The entire system is four miles

fernery, taking its compensation in the long, made up of 12,000 feet of tunnel, material contained therein. The struc- 800 feet of fluming and practically tures are of plastered brick and the 8000 feet of frrigation ditches. The system starts at the Waiahi river and flows to the Kahulu river, from where gle of the roads committee promptly it is carried thorugh nine tunnels to made a motion to comply with the re- the Kaia stream. Water can be supplied to Koloa, Lihue, Grove Farm Superfluous trees are to be culled and McBryde plantations. The work of from the school grounds and other im- construction was done under the diprovements made so that, with the rection of J. L. Robertson, and has Will meet at their home, corner new sidewalk just finished, the Cen- taken one year and eight months to

> EXISTING GOLD HOARD: \$850,000,000 STORED

PETROGRAD.-The largest hoard of gold in the world is that held in the vaults of the Russian state bank. amounting now to about \$850,000,000. Yet a visitor may travel from one end of the Russian Empire to the other and not see enough gold coin to buy a pair of shoes. Paper currency is used universally.

Cuba's Palace Dedicated at San Francisco



HE huge Cuban Pavilion, erected at a cost of \$200,000, was dedicated recently at the Panama-Pacific International Exposition at San Francisco amid imposing exercises. This photograph shows the speakers'

VENICE AT NIGHT IS DARK AS FORGOTTEN CITIES OF DESERTS

The elegant bathers at the Lido returned. are no more: the gondolfers wait sad-

MONEY IS LAVISHLY

and France were to force the Dardanelles and take Constantinople.

Russia was to support the Allies from the Bosphorus and at the conclusion of the operations was to be given Constantinople. Since such a disposition, however, would not be looked on with favor in Bucharest, Rumania was to be kept in ignorance and take Constantinople.

ROME.—While life in the other great cities of Italy goes on much as the other great cities of Italy goes on much as the conclusion of the local British and Germany, is beginning to be seriously fell here, and retail ment dealers have fell here, and retail ment dealers have further exports.

SAN FRANCISCO, Cal., Aug. 20.—
That the local British and Germany is beginning to be seriously fell here, and retail ment dealers have further exports.

McCubbin; Kauai (one to be elected). Manual consults further exports.

During the first three months of a million dollars to the men recently indicted by the federal grand jury for alleged violation of the neutrality laws of the United States, is the allegation of the United States and United States and United States and United States are provided in the constant and United States and United States are provided in the constant and United States are provided in and the life of her people is entirely of the United States, is the allegation changed.

ly for passengers that do not come; longer heard, for Venice, except when the chatter and laughter of the gay the moon shines, is plunged into dark-

Galveston Still Out of Touch Attorney-general Gregory Ex-With Outside; 264 Reported Missing

[Associated Press by Federal Wireless] [Associated Press by Federal Wireless] HOUSTON, Tex., Aug. 20.—Outside of those killed at Galveston, the death toll of the great hurricane which now has left southeastern Texas is estimated to be 233.

Attorney General Gregory has reported to the President that the investigation carried on by the department of justice into the recent industrial dis-

addition there are 264 missing, of of the United States fail to disch

from Galveston, which is still out of ed States. No grounds can be communication by wire with the rest of the world, reported that the dead there in the city proper would amount to less than 20.

du States. No grounds can be found, also, for the British complaint that German agents operating in the United States have instigated the various attempts to destroy railroad and am-

BRITAIN OPENING UP **NEW AFRICAN HOLDING**

LONDON.-Two lines of English staemships are preparing to have their vessels call at the ports of the conquered German territory in German Southwest Africa.

Heretofore the British steamship lines have not been allowed to call at the ports of Swakopmund and Lude ritz bay, although German ships were allowed free access to the British ports on the African coast.

It is expected that direct railway communcation between the port of gineering Association held last night Swakopmund and Rhodesia will be es- in the McCandless building, officer tablished shortly.

SWEEDEN HAS SENT SO MUCH MEAT TO GERMANY SHE FACES SHORTAGE.

STOCKHOLM.—The shortage of meat in Sweden, caused by the large bent. exports of the past twelve months to Directors-Hawall (one to

crease in the exports of dressed meat. Nemaugh.

Henry S. Graves, chief of the Unit-ed States forestry service, is on his way to Alaska to collect data to sup-A picnic, swimming inxurious cosmopolitan crowd at the ness and at night lights of any kind port the forestry department in opinterest and laughter of the gay the moon shines, is plunged into darkinxurious cosmopolitan crowd at the ness and at night lights of any kind port the forestry department in opin the houses or on the water are posing the abolishment of any of the among the features decided upon the lovely summer evenings is no, strictly forbidden.

A picnic, swimming party and a bar port the forestry department in opin the houses or on the water are posing the abolishment of any of the among the features decided upon the lovely summer evenings is no, strictly forbidden.

onerates Teutons for Recent Labor Strikes

WASHINGTON, D. C., Aug. 20,-Of these 101 are known dead and in orders in the various munition plants whom it is estimated that probably any evidence to justify the charges one-half have perished.

A steamer arriving here yesterday activity of German agents in the Unit-

were nominated as follows: Chairman—A. C. Wheeler, Carl A drews, Marston Campbell, W. A. Rar say and W. J. Dyer.

Secretary — H. Stuart Joh leorge McEldowney and W. C. J Treasurer - Irwin Spalding.

paign to create a demand for your product.

Meanwhile, your advertising manager, probably, has a certain plan in mind. The agency looks over this plan. Undoubtedly they suggest changes. They offer amendments based on their experience with other articles. whether similar or otherwise. And then, after all the details of analysis have been settled, you authorize your agency to begin to place your contracts.

For instance, suppose you have decided to spend \$50,000 in street car cards and \$50,000 in newspapers, to comprise 100 different newspapers—an average of \$500 each. The agency will make contracts with those newspapers in your behalf. They agree to use in your behalf so many inches of space in each town. They also make contracts with the street railway advertising companies for a certain number of cards in these certain towns.

If you were to go to these newspapers direct and buy \$50,000 worth of space, it would cost you \$50,000 anyway, and to make these contracts would take a lot of your time. A recognized agency, however, is allowed from 10 per cent to 15 per cent commission by the newspapers on all out of town business secured by the agency. That is where the agency gets its pay. Therefore, as a rule, you can get, without extra expense, the service of an agency, which would mean their counsel in building your plan and their aid in creating your copy and art work, as well as all the clerical labor that is necessary. All this would not cost you a cent more than if you were to try to place your advertising direct.

So your advertising manager decides, in conference with your agency, on the best course of action. Then they arrange the dates for insertion of the advertisements. If your advertising department simply had to take care of the creation of these few advertisements, in connection with this single campaign, there would not be much need of an advertising department. But, they have a lot more than that to do. They have to get out booklets, for instance, and other follow-up literature-because the advertisements that are to run in the newspapers may have coupons at the bottom of them. Then the reader who are interested in your announcement will write to you and ask for more information. You may have to send them a little sample, and a booklet which will tell why you think your product better than others.

And so, in this creation of booklets and in the ex tion of this system of taking care of inquiries and sending out that literature and those samples, your advertising department will have a tremendous amount of detail to attend to. In these matters, you cannot expect the agence to help much, except by way of advice and counsel. In the simple conduct of your advertising, there will be enough clerical, art and copy work, so that your agency will make a very small net profit on the advertising they

place for you.

Home Course in Advertising IN 90 CHAPTERS

PURPOSES OF THE COURSE:-(1) To increase returns for the retailer who now advertises. (2) To show the non-advertising retailer how he can lower his prices, yet increase his profits. (3) To suggest to the jobber and manufacturer a cautious method to create demand and increase good-will. (4) To prepare the person with latent advertising ability for a place in this new "profession."

This course, when delivered personally to a class of students, costs \$15. It is equivalent to a correspondence sourse which costs \$95. The entire 90 lessons will be given exclusively with this newspaper free of charge.

CHAPTER LXIV.

DETAILS OF A GENERAL CAMPAIGN.

A general national advertising campaign has to do mainly with the creation of demand. Such publicity must reach the consumer, whether it be through street car cards or magazines or newspapers or how.

You have found your product. You have settled your manufacturing problems. You have decided on the method of distribution. You have got your sales organization. After all those big details are settled, you are ready to start on the advertising details at last.

If you are a big enough organization, you have an advertising manager. He has studied your distribution. He has worked with your sales manager to find out from the salesmen what sort of competition you are up against, what the market is, and what are the possibilities of repeat on your goods. Maybe, then, after you have found out all these different details in regard to your market, in regard to the prospect and in regard to the very product itself—then you can decide on a certain line of campaign to fit in with the conditions which surround your particular problem. Now, if you have not already done so, you will probably call in an advertising agency. An advertising agency is an organization which is supported by the publications, and other mediums. You tell this advertising agent that you have decided that you can afford to spend \$100,000 the first year on an advertising cam-